



To whom it may concern,

In an effort to continually improve our level of service, Yazaki North America has an authorized distribution channel for our connector and terminal products. Surface Mount Distribution Inc. (SMD) is one of the top 50 electronic component distributors in the U.S. market and has been exclusively franchised to distribute YNA products since 2004. SMD is experienced in dealing with the unique requirements of our products.

Our distribution channel has been designed to provide an improved level of service to our customer base, particularly those who purchase product in smaller quantities. As a distributor of Yazaki products, SMD will be carrying inventory of our products in an effort to reduce lead-times for small lot size orders. As with any distribution program, it is not possible for SMD to carry stock for every Yazaki component. However, as usage history is obtained, we expect our customers will see improvements in both delivery service and lead-time.

Additionally, to provide added support to the program, Y-connect Operations (affiliated with YNA's Component Business Unit) will have management responsibility for sales and technical support of Yazaki products sold through SMD.

Below you will find specific contact information regarding SMD and Y-connect.

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Sincerely,

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